Stages of Development

- Pre-Seed
- Seed
- Early Stage
- Mid Stage
- Late Stage
- Bridge
- IPO
- LBO

- Investigation
  - Clinical Trials I II III
- Feasibility
- Development
- “VALLEY OF DEATH”
- Growth
- Venture Capital
- Angels
- “Consumption Curve”
- “MOUNTAIN TOP”

Value-Added Activities
- Clinical Trials
- Value-Added

Source: H. Randall Goldsmith, Ph.D.
Mission

- BioGenerator Created To Facilitate The Formation Of Plant & Life Science Companies In St. Louis.
- NOT-FOR-PROFIT Corporation; Founded Oct. 2003
- Funding From Private Foundations:
  - The Danforth Foundation
  - James S. McDonnell Foundation
  - Monsanto Fund
  - Bunge North America
- Work Closely With University Technology Transfer Offices; Researchers; Entrepreneurs; & Investment Community
Activities

• BioGenerator Accomplishes Its Mission By:
  – Identifying Promising Life Science Technologies
  – Advice & Counsel Faculty/ Entrepreneurs
  – Provide Seed / Pre-seed Capital
  – Management Support During Initial Company Formation
  – Assistance In Attracting Side-by-Side and/or Follow-on Funding
# Stakeholder Engagement

<table>
<thead>
<tr>
<th>Investor Advisory Board</th>
<th>Professional Service Providers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prolog (St. Louis)</td>
<td>Armstrong Teasdale LLP</td>
</tr>
<tr>
<td>RiverVest (St. Louis)</td>
<td>Atrio Design</td>
</tr>
<tr>
<td>Triathlon Medical Ventures (OH)</td>
<td>BrandBank</td>
</tr>
<tr>
<td>CID Capital (IN)</td>
<td>Bryan Cave LLP</td>
</tr>
<tr>
<td>Charter Life Science Ventures (CA)</td>
<td>Danna McKitrick PC</td>
</tr>
<tr>
<td>Mason Wells BioMedical Fund (WI)</td>
<td>DHR International Inc</td>
</tr>
<tr>
<td>Arch Development Partners (IL)</td>
<td>Fedde Law Firm</td>
</tr>
<tr>
<td>Arboretum Ventures (MI)</td>
<td>Fisher Scientific International</td>
</tr>
<tr>
<td>RCT Ventures (AZ)</td>
<td>Haake Companies</td>
</tr>
<tr>
<td>HIG Ventures (FL)</td>
<td>Innoventor Inc</td>
</tr>
<tr>
<td>Arch Angels (St. Louis)</td>
<td>InterimImpact LLC</td>
</tr>
<tr>
<td></td>
<td>Janet McAfee, Inc</td>
</tr>
<tr>
<td></td>
<td>Life Science Alliance</td>
</tr>
<tr>
<td></td>
<td>Paradowski Graphic Design</td>
</tr>
<tr>
<td></td>
<td>Paychex Inc</td>
</tr>
<tr>
<td></td>
<td>Polaris Financial Strategies</td>
</tr>
<tr>
<td></td>
<td>Regions Bank</td>
</tr>
<tr>
<td></td>
<td>Results Partners</td>
</tr>
<tr>
<td></td>
<td>Segue Consulting Group, LLC</td>
</tr>
<tr>
<td></td>
<td>Sonnenschein Nath &amp; Rosenthal LLP</td>
</tr>
<tr>
<td></td>
<td>Standing Partnership</td>
</tr>
<tr>
<td></td>
<td>Stone Carlie</td>
</tr>
<tr>
<td></td>
<td>UHY Advisors</td>
</tr>
</tbody>
</table>

Powering ventures into reality
Results (To Date)

- Provided Initial “Start-up” Support:
  
  5 Companies
  Cash “Investment” = $1,091,500

- Attracted:
  
  Side-by-Side Investments = $955,000
  SBIR/STTR/Other Grants = $3,066,435

- Follow-on Funding Received By Companies:
  
  Angels = $625,000
  Venture Capital = $2,250,000

Total Returns on “Initial Investment” = $6,896,435
Key Learnings

• Starts With Science
• Involvement / Engagement / Support of Stakeholders
• Importance of Supporting Entrepreneurial Environment / Culture
• Patience – Takes Time
Partnering For Success

Powering ventures into reality